

## **Historic, Archive Document**

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# HENDERSON'S NURSERY

E. M. HENDERSON, Prop.

:: ATHENS, TEXAS

We present this description list to our customers with the assurance to all of our appreciation of past business relations, and sincerely trust future dealings may be as satisfactory. To parties who have never dealt with us we would be glad to have a share of your business. Personal inspection is cordially invited.

By careful studying the following descriptions of our stock you will be able to make a better selection than you possibly could from the finest picture to be had.

Write us freely about your wants. We can supply many things not in this price list.

This price list is our only salesman; we employ no agents.

Send your orders in early before selections are broken. "First come, first served," is our motto. Do not fail to give your postoffice address and express office address if different from postoffice. Write your name plainly.

We want our customers to have their choice of varieties but they will often be more successful if selection of varieties is in part, at least, left to us. By doing this you get the benefit of our large test orchards and extensive experience in growing and handling fruit. We guarantee to deliver stock in good condition and true to name. With such delivery our responsibility ceases. We cannot prevent drouths, severe winters, rabbits and insects, so we do not replace trees that die after they are planted.

## FREE

On each order amounting to \$5.00 or more we pay express to your

nearest express office if you are within 300 miles of us.

If your order amounts to \$10.00 or more, you may select \$1.00 worth of trees or plants extra. If your order amounts to \$20.00 or more you may select \$3.00 worth of trees or plants extra. That is, if you send \$10.00 select \$11.00 worth of stock. If you send \$20.00 select \$23.00 worth of stock. If you get trees at the nursery you save express charges and get a further reduction.

If you should happen to live 400 or 600 miles from us, just add one cent per tree to the price and the express charges will be paid by us.

Our trees are good healthy first-class stock, and each shipment is accompanied by the State Nursery Inspector's Certificate. We refer you to the First National Bank of Athens, Texas, as to our reliability and trustworthiness.

## APPLES

Price, 3 to 4 feet, 45 cents, each; 2 to 3 feet, 35 cents each; one to two feet, 25 cents each.

**RED JUNE**—Medium size bright red; flesh white tender and juicy; an abundant bearer, about the best June apple.

**LIMBERTWIG** — Large, yellow shaded with red, fresh white, tender, juicy. Fine quality. August.

**YELLOW TRANSPARENT** — The very best yellow June apple.

**JONATHAN** — Healthy grower, prolific; medium red; good market, one of best fall and early winter apples.

**WINE SAP**—Very prolific; medium size; solid red; highest quality;

always in demand. Winter.

MAMMOTH TWIG—Similar to and larger than Wine Sap; vigorous and productive; the original tree in Washington County, Ark., stands two feet in diameter of trunk, and bears forty-five bushels of apples which bring the highest price.

ARKANSAS BLACK—Vigorous tree; fruit large, dark red, almost black. One of the best winter apples.

TEXAS RED—One of the most highly esteemed apples in East Texas; large, striped fine. Good keeper; winter.

DELICIOUS—A very fine winter apple of the very best quality.

### PEACHES

Price, three to four feet, 45c each; two to three feet, 35c each; one to two feet, 25c each.

MAY FLOWER—One of the best very early peaches. Red all over, large size and excellent quality. Ripens with the very earliest.

RED BIRD—(Early Wheeler) A large firm white cling with red cheek. The best early market peach. Ripe June 1.

ARP BEAUTY—One of the best for market; very handsome; yellow freestone; thrifty grower; hardy and prolific. June 5.

MAMIE ROSS—Very large; blush; white flesh; very productive, and one of the best for family use or market. June 12.

GOVERNOR HOGG—Very large, white with red cheek. Flesh tender. Juicy, highly flavored. Clingstone; ripens just before Elberta. Better than Chinese Cling.

SLAPPY—A peach that resembles Elberta very much; ripens ten days earlier and is superior to Mt. Rose, St. John, Guinn, Crawfords Early, etc., that ripen at the same time.

ROBT. E. LEE—One of the best Chinest Cling seedlings; resembles that sort, but much better bearer. Ripens July 10.

ELBERTA—Large, yellow, freestone; the most popular peach for home use and market. July 15th.

J. H. HALE.—A peach resembling Elberta and ripening at same time; colors better before ripening and carries better.

ELB. CLING. or ELBIRD—A magnificent large yellow cling, ripens two weeks later than Elberta, a seedling of that grand variety.

MIXON CLING—Medium to large white Cling with red cheek; juicy; sweet and highly flavored. One of the best mid-summer Clings. Ripens July 20.

AUGUST ELBERTA—Large yellow freestone that sells when others will not and is the best peach of its season. Enough said. August.

WHITE ENGLISH—Large, oval with a sharp apex; flesh pure white to the stone; rich; juicy and most excellent; very popular for preserving. September.

INDIAN CLING—Good size blood cling of excellent quality. The kind our parents used to have back in Georgia. August.

HENRIETTA—A magnificent large yellow cling with crimson cheek; always commands fancy prices. September.

✓ YELLOW IND CLING—(Money Maker) a fine large yellow cling with Indian blood in it; finest quality; ripe September 20.

STINSON'S OCTOBER—Large, white with red cheeks; the best late peach. October.

SEEDLINGS—These seedlings are grown from seed from some of the best seedling orchards in the country, also some of them are Elberta seedlings. Price 15c each.

### PLUMS

Price, four to five feet, 50c each; three to four feet, 45c each; two to three feet, 35c each.

SHIRO—(Early Gold) A very large, early plum of fine quality;

ripens very early and is a profuse bearer.

**RED JUNE**—Large size, solid dark red color with yellow flesh; ripens early; sure bearer; very valuable for market.

**BOTAN**—A fine upright grower; fruit bright red; large size; very productive; sweetest of all plums. June 15.

**HAPPINESS** — Extremely large. Dark red, best quality. A better plum than Gonzales; good grower and very productive. June.

**DORIS** — Very strong, upright grower; an immense bearer; fruit large dark red, superlatively rich and sweet; colors before ripening. Fine shipper. — June 15. You must see this plum to appreciate it. No description does it justice.

**BURBANK**—One of the best Japan varieties; spreading tree; very productive; good size and quality. June 15.

**BARTLETT**—A very large free-stone plum, of sugary sweetness, with a Bartlett pear flavor.

**NCNA**—A very greatly improved Wild Goose, as large as the largest Japan plum with the sprightly flavor of the American species. It has a long ripening period. Hardy tree and good bearer. Ripe last of June and first of July.

**WICKSON**—Tree quite an upright grower until limbs are bent down with heavy crops; very large heart shaped; red, flesh yellow; melting, delicious. July.

**AMERICA**—Our very best commercial plum. Large yellow with red on sunny side. Very hardy tree and regular bearer. June.

**GOLD**—A fine late yellow plum of good size and quality. Ripe in July.

**GOLDEN BEAUTY**—A small yellow plum, ripening in August; an immense bearer; blooms late; two to three feet trees only.

#### **CERESIES**

**DWARF ROCKY MOUNTAIN**—A

low growing shrubby bush. Small one-year trees 20c each.

**COMPASS CHERRY**—This is a cross between a plum and cherry. Tree hardy and prolific, bears in the nursery now. Large black fruit, fine for jelly. Price 50c each.

**HYBRID CHERRY**—This fruit has a cherry apricot flavor, is almost a freestone. Rich and buttery, one of the finest new fruits. Price 50c each.

#### **PEARS**

Price, three to four feet, 50c each! two to three feet, 40c each.

**GARBER**—Resembles Keiffer in size, quality and appearance, but is somewhat earlier and better quality.

**KEIFFER**—Everybody's pear. Very large; yellow flesh, brittle, juicy with a marked aroma; tree very vigorous and prolific; bears young, so far has proved to resist blight or other diseases better than any other pear.

#### **APRICOTS**

Price, two to three feet, 50c each.

**EARLY GOLDEN**—Deep yellow, medium size, one of the sure bearers and a good all round apricot. June 1st.

**MOORPARK** — An old standard apricot of large size and good quality.

#### **FIGS**

Price, medium size, heavily rooted trees, 35c each; small size 25c each.

This much neglected fruit should find a place in every orchard. In the north half of state and adjoining states plant Celestial. Farther south Brunswick is the variety to plant. Even this variety may be planted with profit where it freezes down for it will sprout from the roots and bear the same season.

**CELESTIAL**—Medium to small immense bearer; purple, the sweetest most delicious and hardiest of all figs.

**BRUNSWICK (OR MAGNOLIA)**—Fruit very large, yellowish white

with purple netting. Good quality, prolific.

### MULBERRIES

Plant mulberry trees where chickens and hogs can get the fruit. They are fine shade trees and grow quickly. six feet, 35 cents each.

**BLACK ENGLISH** — A luxuriant grower, bears at two years old; has large berry. April and May.

### PERSIMMONS

**JAPANESE PERSIMMONS**—Every home should have some Japanese persimmons planted about the house. They are very ornamental; bear young and regular; abundant crops of orange red fruit of large size and delicious quality.

Two to three feet, 40c each.

**AMERICAN HONEY PERSIMMON**—The fruits are of sugary sweetness, clear yellow, and hang on tree till Christmas. They make a fine shade. They are seedlings and some of them do not bear, so we put in two for each one ordered. Two to four feet, 30c each.

### GRAFTED PAPER SHELL PECANS

**STUART**—Nuts very large, oblong with brownish shell, in quality one of the best, a heavy bearer. More largely planted than any other variety.

**SCHLEY**—Large size oblong, flattened, kernel full and plump with rich nutty flavor.

**SUCCESS**—Size large to very large; shell thin; quality rich; flavor very good.

**PRESIDENT**—This nut probably embraces more of the characteristics of a perfect nut than any other standard variety; large size; light yellowish brown, kernel long and plump; Golden yellow texture; fine quality; extremely good.

Price: Good trees, 2 feet root and 18 inch top, 85c each.

We have some extra large trees for yard and street planting, of the fol-

lowing kinds: **Stuart Schley Success** and **Money Maker**, 7 to 9 feet, price \$4.00 each.

**SELECT SEEDLING PECANS**—From choice well filled nuts. 40c.

**BLACK WALNUTS**—One of our best nuts, nice two-year-old trees 25c each.

### BLACKBERRIES

Price, 50c per dozen; \$3.00 per hundred.

**DALLAS**—A standard berry in Texas, large fine quality; productive. Early to mid-season.

**MAY CHIEF**—An early, very prolific berry of fine quality, small berry and very small seed.

**LAWTON** — Has sturdy, erect canes, heavy bearer of large berries, fine quality.

**McDONALD BERRY**—A cross between a blackberry and dewberry; large, juicy, of best quality; early, hardy, very vigorous, and most productive.

### DEWBERRIES

Price, 30c per dozen; \$1.50 per hundred.

**ROGERS DEWBERRY** — Large black berry, earlier than Austin.

**AUSTIN DEWBERRY**—Early, immensely productive, of largest size and fine quality. Very profitable.

**ALBINO WHITE DEWBERRY**—A variety of Texas origin, hardy and a good grower, produces white berries of excellent quality.

**GIANT HYMALAYA BERRY** — This berry is perennial like a fruit tree, and its rapid growth makes it attain an enormous size in a few years. Anyone can grow the Hymalaya in any soil anywhere. It fruits in enormous clusters and in quality and fruit is similar to the very best black berry. It bears luscious ripe berries from last of May to August. It is quite ornamental and can be used for covering arbors fences, etc. Price 10c each; \$1.00 per dozen.

## STRAWBERRIES

**KLONDYKE**—The best strawberry for home and market, for the South west. Price, 20c per dozen; 75c per hundred.

## GRAPES

20 cents each except where noted.

**CONCORD**—Vigorous, large, black for table and market.

**NIAGRA**—One of the most profitable white grapes grown, bunch and berry large, of good quality.

**R. W. MUNSON**—The best large black grape for the South. It should have some other variety planted with it as its flowers do not pollinate well.

**IVES SEEDLING**—Large black, a good grower.

**CARMAN**.—Vigorous free from disease, prolific, large cluster; berry medium size, black, firm, tender; fine quality.

**HERBERMONT** — Small berry, large cluster, fine for table or market, very strong growth, will cover fences, arbors or trees.

**SCUPPERNONG**—Large, yellow, of muscadine type. It is free from disease and good quality. Fine for arbors. Price 40c each.

**THOMAS**—Large, black, of muscadine type; very productive; fine quality. Price 40c each.

**EDEN**—Large black; large cluster; early bearer; fine quality; productive, free from disease; muscadine type. Price 40c.

## SHADES

**SYCAMORE**—We have an excellent stock of this popular shade. It grows most anywhere making a good shade and fine stately tree, very quickly.

Three to four feet, 25c each; twelve to eighteen feet, \$1.00 to \$2.50 each.

**CAROLINA POPULAR**—Beautiful growing shade tree. Price 6 feet 50c.

**LOMBARDY POPULAR** — This tree is very upright in growth. Price

4 to 6 feet, 50c.

**TEXAS UMBRELLA TREE (OR CHINA)**—This tree makes the quickest shade of any, and a good one too. Well adapted to the Texas prairie. Plant a few. I have the finest strain I have ever seen. Prices 2 to 3<sup>1</sup>/<sub>2</sub> feet, 20c; 3 to 4 feet, 30c.

**JAPAN LIGUSTRUM** — The smooth-leaved evergreen shown so beautifully on San Antonio plazas and around state capital at Austin. Can be pruned to any desired form or allowed to grow into elegant shade tree. Bright green all winter. The most popular evergreen shade. Three to four feet, 50 cents each.

**WHITE FLOWERING DOGWOOD** — This makes a nice symmetrical tree covered in spring with flowers and in autumn with bright red berries and gorgeous vari-colored foliage. Price three to five feet 25c.

**COTTON WOOD**—Quick growing shade. Same price as sycamore.

**WILD CHERRY**—This makes a stately symmetrical shade tree and bears regular crops of jet black fruit two year old trees, 25c each.

**RED CEDAR**—Two well known to need description. Price, 1 to 4 feet, 20c per foot.

## ROSES AND ORNAMENTALS

We present to you in this list the best new roses and the old ones that have been favorites for years. You cannot get better roses any where at any price. Price: Strong 2-year old plants, 50 cents each, except where noted.

**RADIANCE**—Brilliant rosy carmine displaying rich and opaline tints in the open flower, which is large, full, of fine form, with cupped petals. It blooms constantly and is delightfully fragrant.

**BESSIE BROWN**—Creamy white flowers of enormous size and substance. One of the best bloomers.

**ETOILE DE LYON**—One of the most beautiful yellow Tea Roses for

general planting. The flowers are of good size, deep, full, very sweet-scented. Rich golden yellow.

FRANCIS KRUGER—The striking color of this handsome rose places it at once at the front as a bud producer in the open air. In its shading of coppery yellow it stands unique and distinct from all others.

KAISERIN AUGUSTA VICTORIA—A beautiful rose with elegant large pointed buds and very large full double flower, delicate creamy white, deliciously fragrant. The plant is a strong healthy grower and constant bloomer. The flowers are on strong stiff stems, with rich glossy foliage.

LADY HILLINGDON—Long slender buds of intense deep golden yellow profuse bloomer; resembles Sunburst.

FRAU KARL DRUSCHKI—(White American Beauty or Snow Queen.) A hardy, vigorous grower, with bright green leaves, splendid long buds and magnificent snow white blooms with saucer-shaped petals rightly named.

PINK MAMAN COCHET—The queen of all pink garden roses. The buds are beautiful, large, full and firm, and elegantly pointed; as they expand they show great depth and richness, sometimes measuring two and a half inches from base to tip. Flowers superb when open. Perfectly hardy in all section of the country. The color is clear, rich pink, changing to silvery rose.

DUDLEY CROSS—Soft rosy yellow with deeper shadings. A delightful color and of beautiful rounded form, strong stems, holding the blooms upright. This rose is as fine as a cochet and is thornless. Price 65 cents.

PAUL NEYRON—The largest of all rose blooms; bright, shining pink, clear and beautiful; very double and full; finely scented and a strong grower.

WHITE MAMAN COCHET—The flowers are of enormous size, remarkably round and full; pure clear white throughout when grown under glass. When grown out of doors it pinks like bride, but the pink only adds to its beauty, and it is delightfully scented. It is one of the largest roses both in bud and flower.

GENERAL WASHINGTON—One of the grandest roses in existence. Sure to delight ever lover of the beautiful as nothing can surpass them in beauty. Color a rich dazzling scarlet, shaded with deep crimson making a superb growing color. Flowers are large, and it is a free bloomer.

HELEN GOULD—This is probably the most beautiful and satisfactory rose for general planting ever introduced in America. The flowers are full and beautifully double. The buds beautifully made, long and pointed. The color is a warm, rosy crimson like the color of a ripe red watermelon.

GIANT LA FRANCE—It is identical with La France excepting in three points. They are: A more vigorous growth, a larger and more expanded flower, and a deep, even pink in color—not shaded, but what is called a solid color.

ETOILE DE FRANCE—A fine new rose, upright bush with few thorns. Has fine buds, borne singly on long stiff stems, flowers very large, full and of cup form, dark crimson velvet.

MARCHAL NEIL—Beautiful, deep sulphur yellow, very full, large and exceedingly fragrant. Strong climber. Price 75 cents each.

CLIMBING METEOR—Finest crimson everblooming climbing rose. It is a rich velvet crimson, much like the Forcing Rose Metcor, of which it is a sport, and an extremely strong growing variety, making shoots 12 to 15 feet long in a single season under favorable circumstances.

CLIMBING KAISERIN, (MRS. ROBERT PERRY)—This is without doubt the grandest of all white climbing roses.

DOROTHY PERKINS—A strong hardy pink climber of wonderful beauty.

RED DOROTHY—Same as above except it is brilliant red.

SPIREA VAN HOUTTEI—Grandest of the white Spireas. It is a beautiful ornament for the lawn at any season but when in flower it is a complete fountain of white blooms, the foliage hardly showing. Clusters of twenty to thirty flat white flowers make up the raceme, and are set close along the drooping stems. 25c.

POMEGRANATE—A Southern yard ornament of rare merit, covered throughout the summer with bright scarlet flowers and fruit. It fruits first season in the nursery. Price

## A FEW SPECIALS---See Catalog for Other Varieties

**SYCAMORE** One of the largest and best shade trees over most of the state. It is not attacked by insects nor affected by adverse city conditions.—Bulletin, A. & M. College.

We have a very excellent stock of Sycamores in large trees, 16 to 24 feet tall. These trees should be cut back to 10 or 12 feet. Handled this way it saves considerable on express and packing. We make the following prices.

1½ to 2 inch caliper, \$1.00.

2 to 3 inch caliper, \$2.00.

3 to 3½ inch caliper, \$3.00.

We have them up to six inch caliper. If interested in the larger sizes, write us your wants.

**PECAN** The pecan has been designated the official state tree and as such it deserves special mention. An excellent shade tree and a valuable nut tree.—Bulletin A. & M. College.

We have a fine lot of California Privet, all sizes, all of it exceptionally well rooted, at the following prices:

6 to 18 inches, \$2.50 per 100.

18 to 36 inches, \$4.00 per 100.

3 to 5 feet, \$7.50 per 100.

Large specimen plants, 25 to 50 cents each.

Amour River Privet South, our best evergreen privet. Price, 4 to 5 feet, \$12.00 per 100; 3 to 4 feet \$8.00 per 100.

**MARGUERITE.** A grape that is as hardy and as strong grower as a mustang; medium size bunch and berry; dark pink, almost black. Good quality. Price 20 cents.

**WEEPING MULBERRY.** Strong three year heads, \$3.00 each.

Our three to four foot peach trees are extra large size, except in Mayflower, Gov. Hogg and Indian Cling. They will please you.

We are not among those nurserymen who advertise novelties, trade marks and special sorts as a means of securing extra prices for trees. We do not make exorbitant claims about our stock. We only claim that we grow as good trees as we know how to grow and that we grow those varieties that have been tested and tried and known to be valuable for planting in Texas.

If we can in any way assist you in improving your home and providing fruit for your family we will certainly appreciate the opportunity of helping you.

We have found that a well pleased customer is the best advertisement we can have. Many of our customers resulted from a friend who was well pleased passing his catalogue on. We would ap-

preciate it if you will send us the name of a neighbor who is interested or better still hand him your catalogue when through with it.. The following few additional letters show how well we please our customers. We pack our trees so they will reach destination in good shape.

Yoakum, Texas, Dec. 23, 1920. Mr. E. M. Henderson, Athens, Tex.  
Dear Sir: I wish to place about \$100.00 or little over worth of orders with you to fill, say about January 1st. Hope you can favor me. Please let me know. I am very much pleased with my dealings with you. Have been in tree business for many years, but have never had everything come up on time as satisfactory as with you. NOT ONE COMPLAINT AGAINST YOUR TREES. Please let me hear from you very soon.

Yours truly,  
J. A. EASON,

Dallas, Texas, Jan 3, 1921. Henderson Nursery Co., Athens, Tex.  
Dear Sir: Last year I got some trees from you. They were good trees, well packed and arrived in good shape.

I would be glad to have two of your catalogues—want one for a friend who put in with me on that order last year. We both need a few more trees. I got three pecans from you last year and they are all living so far.

You may send me three or four catalogues if you have plenty and care to.

Yours truly,  
C. A. RUSSELL, Dallas, Texas.

Crown, Texas, Dec. 13, 1920, Henderson's Nursery, Athens, Tex.  
Dear Sir: I received my order and found it in good shape and I am letting you know that they were O. K.

Yours, Truly,  
A. ROSENSURER, Crown, Texas.

December 29, 1920.

Mr. E. M. Henderson,  
Athens, Texas.

Dear sir: I received my trees all O. K. and have them set out and am highly pleased with them. I want to thank you for the early delivery. There are several of my friends who work with me that have asked me to bring the nursery catalogue to them and I will gladly accomodate them.

Yours, truly,

G. W. HOLT, Robinson, Texas.

P. S.—My trees certainly came in good shape.—G. W. H.

Many of our customers have been ordering from us for years. When we get a customer in a new town we can usually count on others the next year. Hand your catalogue to your neighbor and we assure you we will not disappoint him.

N. R.—Original letters on file.

25 cents each.

PINK CRAPE MYRTLE—A shrubby tree covered with large trusses of bright pink flowers all summer. Price 25c.

RED CRAPE MYRTLE — Same price as the pink.

Crape Myrtles are nature's special gift of beauty to the South. They should be planted about every southern home and make this the "Land of the Crape Myrtle."

ALTHEA (Hardy Hibiscus or Rose of Sharon)—The Althea makes a neat, shapely shrub or tree 4 to 8 feet high, covered with gorgeous flowers throughout the summer. Very easy to grow. We have white, pink, red and purple varieties. Price 25c each.

CALIFORNIA PRIVET—The best evergreen for hedges; can be sheared to any desired form. Strong plants 10c each. One year plants 5c each. \$4.00 per 100.

CAPE JASEMINE—An evergreen shrub with dark green, glossy foliage. The flowers are white, waxy, very fragrant, large and showy. It blooms through the summer. Fine plants, 35 cents each.

AMOUR RIVER PRIVET—A fine evergreen used as single specimens for massing or hedge, dainty white, flowers in June. Price, 20c each; \$1.75 per dozen.

KUDZU VINE—Very rank, fast grower, suitable for quick shade. Beautiful Wisteria-like blossoms. Price 30c each.

HONEYSUCKLE—A favorite vine with flowers of delicious fragrance strong, rapid grower in any soil or location, will cover arbors, verandas, or posts, and is beautiful when allowed to ramble over trees and bushes, in a wild natural way.

Strong plants, 25c each.

#### TREES BY MAIL

In most all varieties of fruits listed in this price list I have nice healthy trees of mailing size and will send them to you post paid at price named in catalogue. Do not send order for less than \$1.00 worth. These trees if well cared for will make you a fine orchard. Do not order large trees sent by mail; they are not mailable.

#### TO THE NEW CUSTOMERS

Or at least I hope you will prove to be a customer.

So being optimistic and looking on the bright side, I will take it for

granted that you are ready to make your trial order. You will want to ask some questions. That is right. Just help yourself. Read the list carefully. It will answer most of them. And here are answers to a few more.

The fruit trees are one and two years old. They do better and grow better than older trees, besides size governs, and not age. Thrifty young trees are better than old or very large ones.

I ship by express according to your instructions and my very best judgment.

Yes, those Brunswick figs do really bear large, luscious ripe figs the first year. I have gathered them by the water bucket full off the bushes eight months old in the nursery row.

The best way to send money is by P. O. money order or express money order. If you prefer you may send one-fourth of the total amount cash with order and the trees will be shipped, balance C. O. D.

I am bending my energies to produce the best trees that can be grown and feel much encouraged at my success. It gives me pleasure to know that my efforts are appreciated, as the many complimentary letters from pleased customers and largely increased business will testify. It is a source of gratification to me to notice that my largest orders and best trade comes from parties who have known my trees the longest.

I take particular pains to care for my customers' interests and they tell me they like that kind of treatment.

Now just write down what you want and send your order along. For, after all, much talk is confusing, and I feel sure that the thing that will make and keep you my friend and customer is the satisfaction of knowing that for every dollar you have sent me you have received a dollar's worth of stock that will do you honest service.

The life of my business depends on my pleasing you.

Yours truly,  
E. M. HENDERSON.

#### JUST "VISITING"

In the other parts of this price list I have tried the best I can to tell you accurately what I have to sell. In this part I'm just going to visit a little. Just going to see you for a little while, dear customer, this way, for it is the only way I can get around to all of you. You say so many nice

things to me that I must tell you how I appreciate them.

No doubt you've looked over these pages for some testimonials, but you haven't found them. Don't like them very well. "To whom this may concern, etc." somehow doesn't strike me like a good friendly letter that a fellow just sits down and writes you because he is thinking about you, and likes the way you treat him.

A good lady in Oklahoma writes:

"Please send me another catalogue I gave my old one to a friend."

A man out at Pecos City writes as follows: "Please send me a catalogue. Mr. M\_\_\_\_\_, who bought trees of you last year gave me your name."

Another at Lometa says: "My orchard I bought from you several years ago is certainly fine. My neighbors want to order trees with me."

Here are a few more sentences, all that I have room for.

Clarendon: "The little bill I ordered from you last fall came in good shape and the trees are doing nicely. They are the best rooted trees I ever saw."

Childress: "Send me your price list. Every tree and vine I ordered from you last year lived."

Sunset, Texas: "Trees received in splendid condition; highly pleased with them. The best rooted trees I ever bought."

Madisonville, Texas: "My neighbors that ordered with me last year want more trees. They were well pleased. My berries are doing well."

Here is a letter from a man who was advised not to order from Hen-

derson's Nursery, because the trees were so cheap they would surely not be worth planting:

Alpine, Texas:

Dear Mr. Henderson:

I have been too busy to acknowledge receipt of my trees. They came in good order and are all growing. I think they were all that anyone could expect at double the price.

I am well pleased and you will hear from me again next winter.

Yours very truly,

J. C. D.

Sentinel, Okla.: "We received trees ordered from you today and are highly pleased with them. Thank you very much for your care in selection. Intend getting some more trees from you this fall, if the weather permits." —C. B. Fields."

#### THE FIRST NATIONAL BANK

Capital, Surplus and Profits

\$300,000.00

ATHENS, TEXAS

To Whom it May Concern:

Mr. E. M. Henderson, proprietor of The Henderson Nursery, has resided in this vicinity since childhood. He is one of our most enterprising and foremost citizens, thoroughly reliable, and highly regarded by every one who knows him. He has transacted his business through this bank, and through this relation we have at all times found him to be entirely honorable in his dealings and perfectly reliable.

Very respectfully,  
J. W. MURCHISON, Pres.

Department of Agriculture.

STATE OF TEXAS,

#### Official Nursery Inspection Certificate

This is to certify that the Nursery Stock grown, exhibited or held for sale by E. M. Henderson at Athens, County of Henderson, State of Texas, has been inspected by a duly authorized Inspector of this Department in accordance with provisions of the Orchard and Nursery Inspection Laws of the State of Texas, and was found to be apparently free from Dangerously Injurious Insect Pests and Plant Diseases.

A printed copy of this certificate on any shipping tag attached to any shipment of Nursery Stock is authority to any freight or express agent in Texas to accept same for transportation.

This certificate is void after September 1, 1921.

Austin, Texas, Oct. 1, 1920.

Approved—FRED W. DAVIS. — — —  
Commissioner of Agriculture.

LOUIS J. TACKETT,  
Chief Inspector of Orchards  
and Nurseries.